

# BUD BROWNIE BPN News

**CHILTON COMPANY, INC.**  
198 S. Alvarado St. • Los Angeles 57, Calif.

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| Is the supplier's salesman giving the dealer the help he needs? .....                                | July 62  |
| It's income tax time—don't overlook these deductible items—E. H. Mitchell .....                      | Apr. 50  |
| Lower your income tax with these entertainment deductions—E. H. Mitchell .....                       | Feb. 62  |
| Now is the time to begin thinking about your summer househeating sales campaign .....                | Feb. 64  |
| Sales, service teamwork can overcome appliance headaches, say panelists .....                        | May 115  |
| Seven dealers in six states say: "Electric heating is a threat—right now!" .....                     | Dec. 42  |
| Should you buy or lease?—E. H. Mitchell .....  | Aug. 70  |
| Six reasons why businesses fail .....  | June 38  |
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| "There is only one secret to promotions . . . follow through" .....                                  | Jan. 72  |
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| What's the useful life of cylinders and tanks?—E. H. Mitchell .....           | June 36 |
| What types of business entertainment are tax-deductible?—E. H. Mitchell ..... | Jan. 77 |

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| Appliance, accessory specs revised by American Standards .....                             | Nov. 53  |
| ASA's Installation of Gas Appliances, Piping available .....                               | Mar. 76  |
| Canada-Milwaukee pipeline considered .....   | Feb. 90  |
| Case study shows savings in gas heating over electric.....                                 | Aug. 74  |
| Congress votes \$60 million to REA loan kitty .....  | Oct. 72  |
| Co-op sales continue increasing market bite .....  | June 62  |
| Driver register operation to begin in late 1961 .....                                      | Oct. 74  |
| Federal government could control LPG shipments .....                                       | Sept. 88 |
| "Festival of Flame" exhibit to highlight AGA convention.....                               | Aug. 76  |
| Five year research program under way on fuel cell .....                                    | Dec. 62  |
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| Hazardous substances labeling bill should skip LPG .....                                   | May 108  |
| Home furnace of the future may be no larger than a refrigerator coil .....                 | Mar. 76  |
| Ike joins LPG men in fighting for removal of REA's subsidy .....                           | Mar. 82  |
| Internal Revenue Service to canvass businesses .....                                       | Oct. 72  |
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| Joint research, development plan covers the fuel cell .....                                | Mar. 28  |
| Method developed for odorizing vapor in tank .....   | July 74  |
| Michigan L. P. gas regulations revised and updated at hearing .....                        | Apr. 62  |
| Mobilization plan would include LPG dealers .....  | Aug. 74  |
| New packaged gasoline plant makes LPG recovery from "lean" streams highly economical ..... | Jan. 90  |
| New process strips LPG from lean natural gas .....   | Nov. 53  |
| New trucks increase payload, cut transportation costs .....                                | Feb. 87  |
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| Processing, liquid recovery system under construction.....                                 | Feb. 88  |
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| Revisions, addenda and one new American Standard available .....                           | Mar. 81  |
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| Carrier competition battle flares anew .....   | Apr. 19  |
| Change the estate tax laws! .....  | Feb. 23  |
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| Congress pads REA budget with extra \$50 million .....                                     | July 24  |
| Co-ops blast way into non-farm markets .....   | Mar. 26  |
| Co-ops must answer to courts for monopolistic practices.....                               | July 24  |
| Co-op slapped for competing with common carriers .....                                     | Oct. 8   |
| Court vetoes broker-buyer commission split .....   | Aug. 20  |
| Credit bill might pass, could hurt honest retailer .....                                   | June 14  |
| Deduction limited on items used less than actual life .....                                | Aug. 20  |
| Depreciation survey to help .....  | Sept. 21 |
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| Electric bills hit new high .....  | Nov. 14  |
| Farm income decline to continue .....  | Jan. 14  |
| Farmers' assets at new high .....  | Nov. 14  |
| FHA home improvement loans okay for built-in appliances .....                              | Jan. 14  |
| FRB says appliance sales will hold steady .....  | Dec. 17  |
| FTC goes after unfair local retail competition .....                                       | Aug. 20  |
| FTC may crack down on local deceptive advertising .....                                    | June 14  |
| Funds limit government's LPG research .....  | June 14  |
| Help coming for dislocated businesses .....  | Sept. 21 |
| Higher minimum wages also on way .....   | Feb. 23  |
| Housing picture gets brighter .....  | July 24  |
| Housing to take early '60 dip, then recover .....  | Feb. 23  |
| Ike now seeking partial REA reform .....   | Feb. 23  |
| Lawmakers to tighten up on expense-account tax deductions .....                            | Oct. 8   |
| Look for another boost for TVA .....   | Apr. 19  |
| Lower freight rates for South approved .....   | Mar. 26  |
| Mild upturn in economy foreseen .....  | July 24  |
| Minimum wage laws may be stalled .....   | June 14  |
| More social security benefits, still higher deductions .....                               | Feb. 23  |
| Mutual banks for making loans to co-ops urged .....  | Mar. 26  |
| National driver clearance listing passed .....   | Aug. 20  |
| National Retail Merchants group joins fight against REA co-ops .....                       | May 30   |
| New administration means a new America .....   | Sept. 21 |
| New tax for large air conditioners, refrigerators, freezers .....                          | Jan. 14  |
| New weapon for bait advertising, switch selling .....                                      | Feb. 23  |
| No co-op tax, REA loan, or fair trade laws in '60 .....                                    | June 14  |
| Optimism prevails for new home construction .....  | May 30   |
| Out-of-state firms must collect use taxes on products sold within another state .....      | May 30   |
| Production and price increases, unemployment drop forecast .....                           | Mar. 26  |
| Rail unions' truck "safety" rules turned down .....  | Nov. 14  |
| Railroads seek LPG rate control exemption .....  | July 24  |
| Rail unions push fight on transport restrictions .....                                     | Dec. 17  |
| REA Co-ops expansion attempt thwarted .....  | Dec. 17  |
| Retirement fund tax relief gaining in uphill fight .....                                   | Apr. 19  |
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| Self-employed's retirement plan could also pass .....                                      | June 14  |
| Seven years left to fudge on income tax! .....   | Jan. 14  |
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| Soaring sixties sail into mild-recession clouds .....                                      | Aug. 20  |
| Social security payments, deductions go up .....   | Jan. 14  |
| Some freight rates increase, but not by much .....   | Dec. 17  |
| Sunday blue laws face court test .....   | July 24  |
| Supreme Court rules on price discriminations .....   | Aug. 20  |
| Tax depreciation laws to remain in effect another year .....                               | May 30   |
| Tax the co-ops—but how? .....  | Apr. 19  |
| Trustbusters seek to forestall "illegal" mergers .....                                     | Mar. 26  |
| U. S. Consumer Department not dead .....   | Sept. 21 |
| Watch out for freight rate boosts .....  | Nov. 14  |
| Well-heeled REA's snap up \$5 billion in bonds .....                                       | Nov. 14  |
| When is a "guarantee" not a guarantee? .....   | July 24  |
| When sales top \$500,000, you're under NLRB jurisdiction .....                             | Nov. 14  |
| Your domestic market: 20 million households .....  | Oct. 8   |

## WASHINGTON REPORT • Neil Regeimbal

A death blow for fair trade legislation .....

May 30

Administration pushes for abandonment of unemploy-

## CALENDAR

All associations  
are invited to send  
in the dates of their  
forthcoming meetings

### 1960

**December 5-9**—AGA Gas Air Conditioning Sales School—Nationwide Inn, Columbus, Ohio.

**December 6**—Wisconsin LPGA Convention—East Side Businessmen's Association Club House, Madison, Wis.

### 1961

**January 9-13**—Pennsylvania LPGA "Advance the Flame" display—State Farm Show, Harrisburg, Pa.

**January 14**—Texas Butane Dealers Association Mid-Winter Conference—St. Anthony Hotel, San Antonio, Tex.

**January 20**—NGAA Gulf Coast Regional Meeting—The Robert Driscoll Hotel, Corpus Christi, Texas.

**February 6-8**—Northeast LPGA Convention and Trade Show—Sheraton Park Hotel, Washington, D. C.

**February 13-14**—Mid-Pacific Gas Merchandising Conference—Hawaiian Village Hotel, Honolulu, Hawaii.

**February 13-16**—American Society of Heating, Refrigerating and Air Conditioning Engineers, Inc. Semi Annual Meeting and Exposition—Chicago, Ill.

**February 22-24**—Montreal, Canada, Eastern LPGA Trade Show and Convention—Queen Elizabeth Hotel, Montreal, Quebec.

**February 22-24**—The Material Handling Institute Pacific Coast Show, Sixth Annual Materials Handling and Packaging Conference—Cow Palace, San Francisco, Cal.

**February 24**—NGAA South Louisiana Regional Meeting—Lafayette Petroleum Club, Lafayette, La.

**February 26-March 1**—Petrochemical and Refining Exposition—Municipal Auditorium, New Orleans, La.

**March 15-17**—NGAA 40th Annual Convention—The Baker and Adolphus Hotels, Texas.

**April 13-15**—Western Liquid Gas Association Convention and Trade Show—Hotel El Dorado, Sacramento, Cal.

**April 16-17**—Kansas LPGA Convention—Allis Hotel, Wichita, Kan.

**April 16-18**—Ohio LPGA Annual Convention and Trade Show—Sheraton Gibson Hotel, Cincinnati, Ohio.

**April 28**—NGAA Oklahoma Regional Meeting—Lake Murray Lodge, Ardmore, Okla.

**April 30-May 3**—National LPGA Convention and Trade Show—Conrad Hilton Hotel, Chicago, Ill.

## ADVERTISERS

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